


# 2022


## The Year In Review



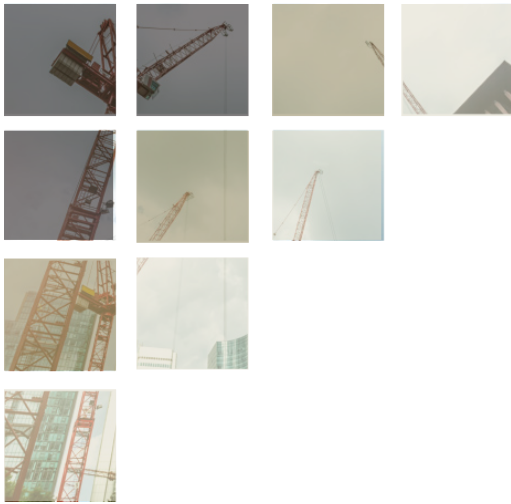
# KOJO



*Materials constitute around 40% of the total cost of building projects like hospitals, schools, and apartment buildings. More than \$300 billion a year is spent on commercial construction materials in the US but, before Kojo, most of this was done with highly error-prone and extremely time consuming excel spreadsheets and pen and paper.*



*Kojo gives contractors control over their margins and allows them to reduce costs with an all-in-one materials management platform. It allows contractors to save on materials and overhead costs, increase labor productivity in the field, and have visibility into their materials supply chain from project takeoff to closeout.*



# 2022 Year In Review



A Letter from Maria Rioumine,  
CEO and Founder of Kojo, The  
Industry Leader.

Hello Friends,

I'm writing to tell you how grateful I am for your partnership.

We started Kojo to empower you and make it faster, easier, and more sustainable to build the world around us.

Over the past five years, we've grown to work with hundreds of contractors all over the US. To date, we've powered over 10,000 projects, saved our customers more than \$22 million on materials orders, helped them cut 90% of the waste on their jobs, and reduced manual data entry for their office teams by 75%.

This past year, we more than doubled the number of customers using Kojo. We brought a whole host of products to market. And we raised a \$39 million round of funding, led by Battery Ventures, which brings our total funding to date to \$84 million. This additional capital has allowed us to continue growing our team of incredibly talented and hardworking people who are passionate about building solutions for the construction industry.

On the product side, our team has been working hard to build the things you've been asking for. We launched Inventory Management to help our customers manage their Warehouse inventories. We launched

Project Level Planning to allow customers to track the progress of a job in real time. We launched Invoice Matching to help customers catch billing errors and know they're paying the right amount with confidence.

In 2022, we invested even further in ensuring that our customers have the best possible experience on our platform. Our Customer Success team reduced our response times and expanded support hours, improved our integration process to be faster and more stable, and incorporated onsite training for our field and office users.

As we close out the year, we have a lot to look forward to in 2023. We're excited to share that some of the most requested features - change orders, direct integrations with vendors, enhancements to our Warehouse and Invoice Matching products, spend analytics, payments - will all be coming live, along with so much more!

Thank you again for your continued partnership and support. It means the world to us.

Happy New Year,

*Maria Rioumine*

Maria Rioumine

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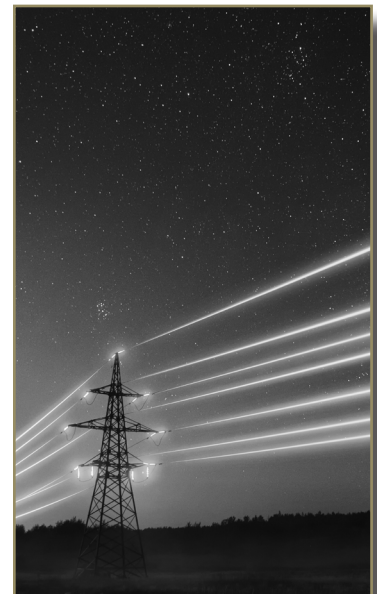
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# A Year Of Customer Success

2022 wouldn't have been the success it was without the customers who put their trust in us to get projects done on budget, and on time. At our core, we are our customers. We are proud that our customers build and improve the world we live in, so knowing that thousands of professionals across the country use our product every day to build is what drives us at Kojo to deliver a best in class product and experience.

## Realized Returns on Investment

**\$270K**

"We used to have \$10k of materials left over at the end of a job. With Kojo, that's now around \$1k. On 30 jobs, that's \$270k per year in savings."

Brendan Humphrey, K2 Electric

**\$30K**

"Using Kojo, I was able to save \$30,000 on a large conduit order. Kojo makes it fast and easy to source quotes from multiple vendors, so I was able to find the best deal with little work or time wasted."

Ronnie Zimmerman, Edge Electric

**8-9%**

"Without the ability to place orders of the high accuracy we have now, we would not have been able to grow our business by 8-9%."

Glenn Eglinton, Universal Electric

## A Year of Increased Efficiency

**38%**

Increase in field efficiency for those utilizing Kojo. Our impact goes beyond the office. Our app is in hand and on-site to make sure that the people receiving materials know exactly what they're getting and when.

**75%**

Increase in office efficiency for those utilizing Kojo. We help standardize and increase the efficiency of the tedious office tasks that steal both time and money from your business.

**90%**

Reduction in waste. Efficiency is the name of the game for being both sustainable and coming in on budget. By increasing efficiency, Kojo greatly reduces your costs.

# A Year Of Happy Customers

Pictures from some of our 2022 customer visits!





## The United States of Kojo

46

States Where Kojo  
Currently Serves  
Customers



10K+

Projects Kojo Has  
Been Used for to  
Order Materials

\$22M

Saved On Materials  
Using Kojo Request  
For Quote Tool

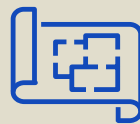
3-5%

Realized Savings  
Per Year on  
Average When  
Using Kojo

## Serving 6 Trades and Self-Performing GC's



Electrical



Mechanical/  
HVAC



Concrete



Plumbing



Drywall



Flooring



## A Case Study on Increasing Efficiency and Cutting Costs

BAR Electric cuts PO creation and processing by over 75%

*With the introduction of an automated app to handle their procurement, BAR Electric experienced a faster way to get the products they needed.*

### | The Challenge

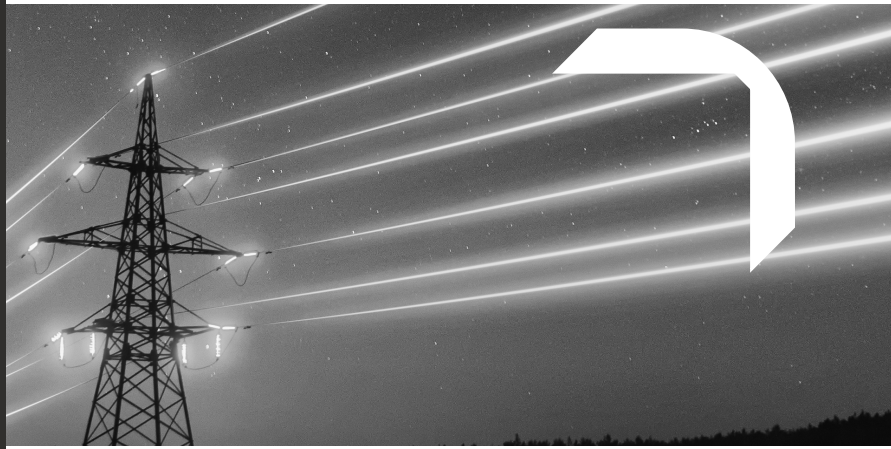
Ordering and keeping track of orders was proving difficult and wasn't sustainable, leading to higher stress within the business.

### | The Solution

Kojo eliminates distractions and surfaces immediate material savings.

### | The Results

1. Enhanced buying power.
2. Quick PO processing.
3. Easily track purchase requests
4. Real-time order updates.
5. Fewer mistakes.
6. Reduced billing errors.



### | The Problem

Ordering and keeping track of orders was proving difficult and wasn't sustainable, leading to higher stress within the business.

BAR Electric was finding that its procurement process was pulling in the wrong teams leading to distractions. With the need for the business to run smoothly, Zach Ratner wasn't sure if adding another program for his team to use would solve his problems. As the Manager of Operations, he needed something that cut down on the distractions and get the field back to doing what they were tasked to do. 'One thing that adds time and takes focus away from the guys working in the field is the amount of distractions. The more distractions that happen, the more it takes away the focus on something that needs to get done.'

As Zach identified the problems he needed to solve, there was still hesitancy to if Kojo would be a good fit. Zach says, 'Being a small business, we were very nervous about adding extra costs every month, especially during the pandemic.' As he saw lead times for deliveries grow while the process of creating POs and requisitions stay the same, he recognized that a change was necessary. 'Before [the office] was spending phone calls to suppliers, and getting phone calls back. Sometimes it would take an hour to an hour and a half just for them to deal with an order, make sure it was correct, and verify shipping details.' How would he make sure he eliminated distractions and improved job quality?

## | The Solution

BAR Electric made the decision to trust Kojo and implement the app across their office and field teams. 'Within two weeks we knew that this product was going to be for us [...] **75-80% of the monthly payment was covered by labor savings alone.**' says Zach. His office team could handle all of the procurement leaving the field team to focus on building. He started utilizing tools like RFQ to easily shop and see savings quickly just by clicking a few buttons. Zach says, 'We're seeing firsthand pricing immediately and receiving it right then and there. I would say we save about 5-15% depending on what items are being ordered.' These are big savings that they can identify everyday and choose the right products for the best price.

In addition to saving money when sending out RFQs and POs, the BAR Electric team has been able to catch big mistakes now that they have a clear and direct viewpoint into what has been ordered and received. Before paying an invoice, his office can recognize red flags and check costs in a few minutes. Zach tells us a story of when this visibility saved the business thousands of dollars. 'The invoice was for \$7,750 and the quote price was \$775. It was a **\$7,000 difference!** Without having a place to check everything first, our accountant would just go ahead and pay it right there but she saw a red flag for that price difference and was able to come get us and we were able to figure out what the problem was using Kojo.'

All-in-all, he is finding major time and material savings in the Kojo app. He no longer has to worry about team members stressing over things that don't align with their job, he can handle procurement in a streamlined fashion. 'Eliminating the distractions has really helped with getting work done on time and lowering stress.' says Zach. His team has come a long way and will continue to work efficiently as they experience new growth.

## Key Kojo Features

- Digital requisitions and POs
- Streamlined materials quoting
- Field ordering mobile application
- PO tracking
- Delivery confirmations
- Accounting system integrations

## | The Results

### ➤ Enhanced Buying Power

Full control of what products to purchase from which suppliers at the best price, powered by the RFQ feature.

### ➤ Quick PO Processing

The office team can review incoming orders and convert them to RFQs or POs with just a few clicks.

### ➤ Easily Track Purchase Requests

No more complaints about materials not getting ordered or received. The team uses the app to make and track purchase requests.

### ➤ Real-Time Order Updates

Mobile and desktop notifications update all teams on materials orders and statuses, removing the need for back-and-forth communication.

### ➤ Fewer Mistakes

The office team no longer needs to wrangle or decipher handwritten orders to generate a PO.

### ➤ Reduced Billing Errors

With visibility between purchase orders and invoices, BAR Electric can ensure that they are properly paying for what was delivered.





## The Industry Leader

**\$39M**

Series C Funding  
Closed in September  
2022

**98**

Innovative Kojo  
Employees Serving Our  
Customers in 2022



“Warehouse with Kojo is easy to use. To be able to place the order, track the order, to be able to see when it’s going to be delivered, and the accountability that comes along with it. There isn’t anybody that’s not enjoying that part of it.”

- Gary Phillips, Premier Service Company, Inc.

“From the very beginning to the very end, Kojo is involved. Whether it’s the first kickoff meeting we’re having with the foreman, the superintendent, and the project manager to start putting together that first material order for the job to stock it....then to the very end as we’re finishing up with change orders and wrapping up the job.

- John Mraz, Einheit Electric Construction



# A Year Of Product Innovation



## Invoice Matching

Catch billing errors in seconds and avoid paying for mistakes. Invoice Matching automatically imports data from the invoice for 3-way matching against the PO and proof of delivery, so errors can be easily found and sent back to the vendor in a click.

## Warehouse

We've introduced the first ever solution that connects contractors' purchasing and inventory management processes. Warehouse enables you to track general and job-specific inventory and prioritize it for use in the field, reducing waste by 90% and saving thousands of dollars in redundant ordering.

## RFQ Splitting

Optimize your material costs by instantly comparing line item pricing and availability across vendors and allocating POs accordingly. RFQ Splitting sets up a line-by-line comparison of vendors' quoted prices and availability, and enables you to split up and issue POs with a few clicks.

## BOM

Track buyout progress against the project plan automatically. Import your BoM into Kojo and use it to directly create and issue RFQs or POs, and keep the field in line with ordering approved project materials.

## Intelligent Order Acknowledgement

Add the most current pricing to your POs with no data entry. OA Scanning automatically pulls pricing from the vendor's Order Acknowledgement and tracks it on the Purchase Order.

## Analytics

Easily visualize and understand your material spend and usage data across multiple jobs and vendors in a centralized dashboard. With these valuable insights, identify trends and use data to make better buying decisions

## Procore Integration

Use Kojo for its robust materials management workflows, while still tracking your overall job costs in Procore. With the Kojo <> Procore integration, you can directly sync POs from Kojo to Procore where they show up as committed costs.

## ComputerEase Integration

Keep your material cost data accurate and updated across teams and systems. The Kojo <> ComputerEase integration directly syncs approved POs to your ERP.

# A Year Of Partnerships

Kojo exists to create a real, lasting impact across the construction industry. We've partnered with industry-leading organizations to create real change.



**ELECTRI  INTERNATIONAL**



**Independent Electrical  
Contractors**



**Carolinas Electrical Contractors  
Association (CECA)**

**Concrete Foundations Association  
(CFA)**

**Construction Financial Management  
Association (CFMA)**

**ELECTRI International**

**Independent Electrical Contractors  
(IEC)**

Atlanta, Chesapeake, Florida West  
Coast, National, Great Cincinnati,  
Oklahoma City, Rocky Mountain, Texas  
Gulf Coast

**Mechanical Contractors Association  
of America (MCAA)**

Houston, Iowa, Michigan, New England,  
Rocky Mountain

**National Association of Women In  
Construction (NAWIC)**

Birmingham

**National Electrical Contractors  
Association (NECA)**

Cascade, National, Northern California,  
Penn-Del-Jersey, San Diego, Santa  
Clara

**Sheet Metal and Air Conditioning  
(SMACNA)**

# A Year Of Giving

Kojo Technologies is excited to partner with Construction Angels. The two organizations alignment in values made them a logical fit and both are excited about continuing to impact the construction industry in the field where jobsite workers are the unsung heroes.

Since being founded in 2011 as a 501(c)3, Construction Angels has provided immediate financial assistance and grief counseling to the family left behind following when a construction worker has a fatality on the job site. They offer construction scholarship opportunities to qualified applicants, and additional scholarships to surviving children of fallen workers, along with providing aid to those families who may have just lost their only source of income.

Construction Angels has continued to expand their impact and now serves 21+ states with the goal of being an immediate source of assistance, public awareness of job site safety, and a conduit for continued support to the construction industry. Their goal is to make an everlasting impression and impact within the industry, one family at a time while honoring those who have given the ultimate sacrifice.

“Construction Angels is honored to partner with Kojo Technologies this year to raise awareness and add donors within the industry,” said Kristi, CEO, Construction Angels.

Kojo is committed to raising awareness for frontline families and supporting Construction Angels through 2023 and beyond. You’ll start to notice a donation link in all of our employees’ email signatures. Keep an eye out for donation buckets or contests at any trade shows that Kojo is participating at and be on the lookout for future events as well.

Kojo and Construction Angels are watching over fallen workers’ families together.



# KOJO

[www.usekojo.com](http://www.usekojo.com)



**Schedule a Demo** to Learn More About Exciting Things on the 2023 Product Road Map (hint: We're Going End to End)